

Message Text

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TAGS: BEXP, PL

SUBJECT: CAN MANUFACTURING PLANTS

REF A) USDOC 13757 B) WARSAW 3577 C) WARSAW 5693

1. STATEMENTS MADE DURING CONFERENCES AT RECENT US BDO IN POZNAN REGARDING DIFFICULTIES IN TRANSLATING TECHNICAL SPECIFICATIONS FOR THREE CAN MANUFACTURING PLANTS WERE CONFIRMED BY BOCKNER OF CONTINENTAL CAN AND MORE RECENTLY BY ANDRZEJ AMBROZ AND JOANNA PURSA OF METAEXPORT WHO STATED THAT ENGLISH TRANSLATIONS WILL PROBABLY BE COMPLETED WITHIN TWO WEEKS.

2. IN ADDITION TO BYDGOSZCZ, POLES PLAN MANUFACTURING PLANTS AT GOLENIOW FOR MONOBLOCK, DEEP-DRAWN ALUMINIUM, AEROSOL CANS, AND AT BRZOSKO FOR OPENTOP FOOD CANS.

3. ACCORDING TO BOCKNER, POLISH PLANS APPEAR "TOO GRANDIOSE". THEY ARE SEEKING MORE ADVANCED TECHNOLOGY THAN THEY CAN UTILIZE, AND THEIR INSISTENCE ON MOST ADVANCED TECHNOLOGY WHICH IS PRESUMABLY AVAILABLE ONLY IN THE US MAY PRICE US FIRMS OUT OF MARKET. IN ADDITION, SAID BOCKNER, THE POLES DO NOT HAVE THE MATERIALS (SPECIAL TINPLATE OR ALUMINIUM)

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REQUIRED TO SUPPLY SUCH TECHNOLOGICALLY ADVANCED CAN PRO-

DUCING PLANTS.

4. AMONG US FIRMS, VERY FEW WOULD BE CAPABLE OF SUPPLYING THE POLES WITH THE COMPLETE ADVANCED LINES THEY ARE INTERESTED IN, SAID BOCKNER. HE THOUGHT THAT IN ADDITION TO CONTINENTAL CAN, ONLY NATIONAL CAN AND AMERICAN CAN WOULD POSSIBLY HAVE THIS CAPABILITY.

5. BOCKNER WAS GENERALLY PESSIMISTIC ABOUT CHANCES FOR A POLISH CONTRACT WITH CONTINENTAL. HE THOUGHT THE POLES WOULD HAVE TO BE PERSUADED TO REDUCE THE SCALE OF THEIR PROPOSALS AND TO LOWER THEIR DEMANDS FOR "MOST ADVANCED TECHNOLOGY" IF CONTINENTAL IS TO A) WANT TO BID AND, B) WIN A CONTRACT AGAINST EUROPEAN (PRIMARILY ITALIAN) COMPETITION.
DAVIES

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